

## **ADVANTAGE TRAVEL PARTNERSHIP RESTRUCTURES SENIOR TEAM**

- *Paula Lacey now Group Commercial & Membership Director*
- *Neil Armorgie appointed Global Product Director for Advantage, alongside the continuation as CEO of WIN*
  - *Paul Nunn promoted to Operations Director*

Since the beginning of 2017 Advantage Travel Partnership, the UK's largest independent travel agent consortium, has invested in operations, member engagement and expanded by becoming the majority shareholder in WIN. The continual adaption has led to successful Advantage product innovation and significant membership growth.

"To ensure the skill and talent we have in the business is deployed in the areas that will continue to drive beneficial products and services for our members, Advantage has restructured the senior team. The new appointments and promotion will enable us to deliver a more cohesive service, in particular for business travel members," commented, Julia Lo-Bue Said, Managing Director of Advantage Travel Partnership.

### **Paula Lacey, Group Commercial & Membership Director**

Paula's new role will be responsible for membership, plus commercial and marketing to ensure that all areas of Advantage's service delivery to members complement and are joined-up. Within Paula's commercial remit she will oversee Focus, Air and third-party providers.

### **Neil Armorgie, CEO of WIN & Global Product Director for Advantage**

Neil will continue steering WIN as CEO. In addition, he will now have direct responsibility for business development and sales for business travel members, hotel contracting and supplier relations, along with conference & events for Advantage. Neil will also join the Advantage Group board.

The WIN team will remain operating the global network and international business development, managed by John Hobbs Hurrell. The UK membership will be rebranded as Advantage Business Travel.

### **Paul Nunn, Operations Director**

A newly created board position, Paul will be accountable for operations and IT, which showcases Advantage's understanding of the importance of technology for Advantage Holidays and AMS.

Advantage Travel Partnership ([www.advantagemembers.com](http://www.advantagemembers.com)).

## ENDS

For further information about Advantage Travel Partnership please contact Lauren Williams ([lauren.williams@brightergroup.com](mailto:lauren.williams@brightergroup.com)) or Katherine Lawrey ([Katherine.lawrey@brightergroup.com](mailto:Katherine.lawrey@brightergroup.com)),  
+44 (0) 20 7 326 9880

**Note to editors:** Advantage Travel Partnership is the UK's largest independent travel agent partnership. Advantage leisure and business travel agents who are part of the group are each independently owned, but as a collective they produce over £4.5bn of travel sales each year, making members experts in every aspect of the travel industry.

WIN is a select group of corporate travel specialists working together to provide a superior service to international clients. They provide local service excellence using global products and technology to build a truly Locally Global solution. There are around 6,000 travel agent members in over 70 countries worldwide.